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World Wide Technology

Location, Business Activities, IT Services

2005 Rank	45
Company	World Wide Technology
URL	http://www.wwt.com
2004 Revenue	\$1,400,000,000
Street	60 Weldon Parkway
City	St. Louis
State	MO
Zip	63043
Country	USA
Phone	(314) 569-7734
Business Activities	<ul style="list-style-type: none"> • Total or custom solutions that include hardware and software • IT Consulting Services • Security Services/Solutions • Network/Infrastructure Design and Implementation • Storage Services/Solutions • Telecommunications services and integration of voice and data networks (CTI) • Builder of Custom Systems/Servers (White Boxes) • Builder of Custom Storage Systems • Small office/Home office integration • Disaster Recovery/Business Continuity • General Business Consulting/Strategy/Professional Services
Other Business Activities	

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IT-related Services offered	<ul style="list-style-type: none"> • Consulting Services: Professional • Break-Fix • Deployment Services (General) • Hardware Services (Maintenance Support and/or Contracts) • Network Services (Maintenance Support and/or Contracts) • Storage Services (Maintenance Support and/or Contracts) • Software Development and Integration Services (General) • IT Outsourcing (General) • Outsourcing: Applications • Outsourcing: Business Processes • Outsourcing: Infrastructure • Infrastructure Management • Managed Services (General) • Managed LAN/WAN Services • VPN Services • Security Management Services • Technology Refresh Planning Services • Communications Services (General including VoIP) • Wireless Services • Network Security Software Services • Training • Disposal Services
Headquarter office location	United States
Number of branch locations in the United States	10
Year company founded	1990
2004 Rank	51
Notes since publication	

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Columns
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Customer
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Privacy
Media Kit
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World Wide Technology

Company Details -- Revenue, Income and Profit:

2005 Rank	45
Company	World Wide Technology
URL	http://www.wwt.com
2004 Revenue	\$1,400,000,000
Percent of 2004 Technology Reseller / Solution Provider related revenues generated from North American (US and Canada)	100%
Percent of 2004 Technology Reseller / Solution Provider related revenues generated from International Region (excluding U.S. and Canada)	n/a
2003 Revenue	\$1,100,000,000
Percent of 2003 Technology Reseller / Solution Provider related revenues generated from North American (US and Canada)	100%
Percent of 2003 Technology Reseller / Solution Provider related revenues generated from International Region (excluding U.S. and Canada)	n/a
Percent of Revenue change from '03 to '04	27.30%
2004 Net Income (or loss) in dollars	\$ 0
2004 Net Income (or loss) as a percent of total revenues	100%
2004 Gross Profit Margin (or loss)	n/a
2004 Net Profit Margin (or loss)	n/a
2004 revenue derived from Products	60%
2004 revenue derived from Technology Services	20%
2004 revenue derived from Consulting Services	20%
Percentage of 2004 revenue derived from customers with less than 100 employees	20%
Percentage of 2004 revenue derived from customers with 100 to 999 employees	50%
Percentage of 2004 revenue derived from customers with 1000 or more employees	30%
Percentage of 2004 revenue derived from the following customer segments: B-2-B	10%
Percentage of 2004 revenue derived from the following customer segments: Education	20%
Percentage of 2004 revenue derived from the following customer segments: Government	30%

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Percentage of 2004 revenue derived from the following customer segments:
 Consumer

30%

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Information Security & Compliance Consulting

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World Wide Technology

Company Details -- Corporate Structure, Executives, Employees Data

2005 Rank	45
Company	World Wide Technology
URL	http://www.wwt.com
2004 Revenue	\$1,400,000,000
Fiscal 2004 Ends	31-Dec-04
Corporate structure	Private
Stock Symbol (if public)	
Exchange (if public)	
Division or subsidiary of a larger company?	No
Parent company's name	
Total employees at all company locations in 2004	600
Total employees at all company locations in 2003	450
Number of sales employees in 2004	175
Number of Professional services employees (providing consulting and/or strategic services) employees in 2004	250
Number of Technical Services employee (break fix) employees in 2004	150
Number of other employees in 2004	
Stock price: 12/31/2003	private
Stock price: 12/31/2004	private
Percent change in stock price Dec '03 to '04	private
CEO or President	Jim Kavanaugh
CEO Official Title	CEO
Top Executives	<ul style="list-style-type: none"> • Joe Koenig, President • Tim Loughman, VP, Sales • Mark Catalano, President, Telecommunications • Tom Strunk, CFO • Bob Olwig, VP Business Development
CIO Name	Tom Strunk

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CIO Title	CFO
CFO or financial executive name	Tom Strunk
CFO Title	CFO
Executive responsible for your company's government reseller and partnering activities:	Bill McKeon
Government executive title	VP, Federal Sales
Government Executive email	bill.mckeon@wwt.com

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World Wide Technology

Company Details - Key Technologies, Vendors, Verticals and Distributors

2005 Rank	45
Company	World Wide Technology
URL	http://www.wwt.com
2004 Revenue	\$1,400,000,000
Number of vendors currently represent or work with	450
Number of IT technologies currently represent and/or resell	500
Primary technology vendors	<ul style="list-style-type: none"> • Cisco • Dell • Hewlett-Packard • Microsoft • Sun Microsystems
Other Primary Technology Vendors	
Currently source products through distributors?	Yes
Percent of product sourcing is done through distributors	20%
Percent of product sourcing is done direct from IT vendors/ manufacturers	80%
Percent of product sourcing is done via other sources	n/a
Primary Distributors	<ul style="list-style-type: none"> • ASI • Bell Microproducts • GE Access • SYNEX • TechData
Other Primary Distributors Other	

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Technologies resold, recommended or influenced	<ul style="list-style-type: none"> Printers Monitors Storage Hardware Other Peripherals (e.g. scanners KVM etc) Security Software (including identity management) Security appliances PCs (Desktops Laptops) Servers (x86) Servers (RISC or Itanium) Network apps Networking Equipment (routers appliances etc.) Consulting and integration services VoIP (internet telephony) Linux or open source applications
Other technologies resold, recommended or influenced	
Technologies growing in importance to your business	<ul style="list-style-type: none"> Security appliances Networking Equipment (routers appliances etc.) VoIP (internet telephony)
Technologies decreasing in importance to your business	<ul style="list-style-type: none"> Security Software (including identity management) Enterprise apps Office productivity applications
Key vertical industries/sectors you serve	<ul style="list-style-type: none"> Automotive Defense Contractor/Military Education (K-ArchitectureAutomotive) Government: Federal Government: State/Local
Other key vertical industries/sectors you serve	
Industry/sector that you serve most	Government: Federal
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App Development
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2005 VARBusiness 500 Methodology

By **Marilyn O'Hara**, *VARBusiness*

VARBusiness, Fri. Jun. 10, 2005 From the June 13, 2005 *VARBusiness*

The 2005 VARBusiness 500 ranking of the largest solution providers in North America reflects the ultimate in collaboration among VARs, who filled out a lengthy entry form to be considered for this listing, and *VARBusiness'* research and editorial teams, who were responsible for collecting, verifying and analyzing the plethora of data. *VARBusiness* also partnered with research firm Answers Research as part of the data collection and interpretation process.

More specifically, *VARBusiness* designed the 2005 survey, which was accessible on our Web site from mid-February through mid-April, to assist with the data collection. We invited last year's VARBusiness 500 list to participate, then supplemented the list by inviting additional candidates from our circulation database. We also conducted Internet searches and telephone interviews during that same time frame.

Survey responses were analyzed for each company's ability to meet this year's VARBusiness 500 rankings. Missing data was obtained in follow-up telephone interviews or via the Internet. For public companies, research included going through all available financial statements and SEC documents to identify the appropriate revenue. For private firms, research included Internet searches, interviews, confirmation letters and e-mail from company executives.

Finalists were ranked according to their fiscal year 2004 revenue; in cases where a services division of a larger organization, included non-services revenue, the services-only revenue was calculated to show only reseller-related services segment of its business.

--Marilyn O'Hara

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